

Message Text

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TAGS:BEXP, XX

SUBJECT: EA ECONOMIC/COMMERCIAL OFFICERS CONFERENCE --
TOKYO

AGENDA FOR SUBJECT CONFERENCE FOLLOWS:

SUNDAY, JANUARY 19

1830 - 2000 RECEPTION HOSTED BY MINISTER WILLIAM E. CULBERT

MONDAY JANUARY 20

0845 - 0900 CONFERENCE CONVENED ADMINISTRATIVE ANNOUNCEMENTS

0900 - 0915 WELCOMING REMARKS, AMBASSADOR JAMES HODGSON

0915 - 0950 RECESSION AND RECOVERY: IMPACT AND IMPLICATIONS FOR U.S. TRADE. TILTON H. DOBBIN,
ASSISTANT SECRETARY OF COMMERCE FOR DOMESTIC
AND INTERNATIONAL BUSINESS

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0950 - 1005 DISCUSSION

1005 - 1015 MESSAGE FROM UNDER SECRETARY OF STATE FOR
----- ECONOMIC AFFAIRS CHARLES W. ROBINSON (BY
VIDEOTAPE)

1015 - 1030 BREAK (GROUP PHOTOGRAPH)

1030 - 1105 THE ECONOMIC/COMMERCIAL OFFICER'S NEW ROLE
----- AS MARKETING SPECIALIST, NICHOLAS S. LAKAS,
----- DIRECTOR, OFFICE OF COMMERCIAL AFFAIRS, US
----- DEPARTMENT OF STATE.

1105 - 1120 DISCUSSION

1120 - 1155 MANAGING THE EXPORT MARKETING SYSTEM, EDWARD
----- J. KRAUSE, DIRECTOR, OFFICE OF INTERNATIONAL
----- MARKETING, US DEPARTMENT OF COMMERCE

1155 - 1210 DISCUSSION

1210 - 1400 LUNCH

1400 - 1500 THE COUNTRY COMMERCIAL PROGRAM - A WASHINGTON
----- PERSPECTIVE, EDWARD J. KRAUSE, NICHOLAS S.
----- LAKAS, ROBIN WHITE. PRESENTATIONS FOLLOWED
----- BY PANEL DISCUSSION

1500 - 1515 MANAGEMENT IMPLICATIONS OF THE CCP, EDWARD J.
----- KRAUSE

1515 - 1530 BREAK

1530 - 1630 THE EFFECT OF THE CCP ON ECONOMIC/COMMERCIAL
----- SECTION OPERATIONS, ROBERT E. SIMPSON, ELDEN
----- B. ERICKSON, MARTHA DEWITT. PRESENTATIONS
----- FOLLOWED BY PANEL DISCUSSION.

1630 - 1700 POST RELATIONS WITH THE AMERICAN BUSINESS
----- COMMUNITY, AMBASSADOR JAMES HODGSON.

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1700 - 1715 DISCUSSION

TUESDAY, JANUARY 21

0900 - 0915 CONFERENCE CALLED TO ORDER. ADMINISTRATIVE
----- ANNOUNCEMENTS

0915 - 0945 HOW TO BE A MORE EFFECTIVE ECONOMIC/COMMERCIAL

----- OFFICER, NORMAN GLICK, JOHN R. MALOT.

0945 - 1015 DISCUSSION

1015 - 1030 BREAK

1030 - 1100 CONDUCTING A FOREIGN GOVERNMENT/COMPANY CALL

----- CAMPAIGN - THE LONDON EXPERIENCE. ARCHIE
----- ANDREWS, ECONOMIC/COMMERCIAL COUNSELOR,
----- AMERICAN EMBASSY LONDON (BY VIDEOTAPE).

1100 - 1200 THE ROLE OF THE PROFESSIONAL LOCAL EMPLOYEES

----- IN ECONOMIC/COMMERCIAL SECTION OPERATIONS,
----- PANEL OF FSLS.

1200 - 1345 LUNCH

1345 - 1445 WASHINGTON ATTENDEES WILL BE AVAILABLE FOR

----- INDIVIDUAL OR GROUP CONSULTATION ON SUCH
----- ITEMS AS CCP, BUDGET, ASSIGNMENTS, ETC.

1445 - 1515 ECONOMIC/COMMERCIAL SPECIALIZATION

1515 - 1530 DISCUSSION

1530 - 1545 BREAK

1545 - 1615 NEW INITIATIVES IN EXPORT DEVELOPMENT, DAVID

----- H. BAKER, DIRECTOR, OFFICE OF EXPORT DEVELOP-
----- MENT, U.S. DEPARTMENT OF COMMERCE

1615 - 1630 DISCUSSION

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1630 - 1650 MANAGEMENT OF MAJOR PROJECTS, DAVID H. BAKER

1650 - 1700 DISCUSSION

1700 - 1720 THE ROLE OF THE UNITED STATES INFORMATION

----- AGENCY IN EXPORT MARKETING, C. DON JONES,
----- UNITED STATES INFORMATION AGENCY (BY
----- VIDEOTAPE).

1720 - 1740 EXPORT-IMPORT BANK PROGRAMS SUPPORTING U.S.

----- EXPORT MARKETING. EXPORT-IMPORT BANK
----- REPRESENTATIVES

1740 - 1750 DISCUSSION

EDNESDAY, JANUARY 22

- ESDAY, JANUARY 22

0900 - 0915 CONFERENCE CALLED TO ORDER. ADMINISTRATIVE

-----ANNOUNCEMENTS

0915 - 1000 CURRENT ECONOMIC POLICY ISSUES IN THE EA

----- REGION, LESTER EDMOND , DEPUTY ASSISTANT

----- SECRETARY OF STATE FOR EAST ASIAN AFFAIRS

,000 - 1015 DISCUSSION

1015 - 1030 BREAK

- 1030 - 1100 SERVICING AMERICAN FIRMS TRADING WITH THE

----- PEOPLE'S REPUBLIC OF CHINA, HERBERT E.

----- HOROWITZ, ECONOMIC/COMMERCIAL OFFICER,

----- PEKING

1100 - 1115 DISCUSSION

1115 - 1145 SUMMATION AND CLOSING REMARKS. KISSINGER

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